**I & J L Brown Limited**

ijlbrown is looking for a full time Design and Sales Person to join our team at the Kings Road showroom, London, SW6 2DU.

ijlbrown is an established family run company who manufacture high quality furniture both in UK and abroad, specialising in bespoke design and build. We sell worldwide to both trade and retail customers, interior designers and commercial ventures.

The candidate must have design capability and excellent sales skills within the industry.

**The Role**

- be able to interpret customer requirements into a sketch

- develop new product

- Generate and develop sales with existing customers (both Trade and Retail) and new customers face to face in the showroom, through site visits, telephone and email.

- Maintain contact with potential and existing customers via telephone, email and site visits and maintain accurate records of contact on the database.

- Ensure the showroom is presented to the highest of standards, creating and dressing/decorating the showroom.

- Assist with the day to day upkeep of the showrooms

- Ensure quotes/orders and purchasing is accurate and all information is provided

- Ensure administrative duties are accurate

- Help develop new products / ideas to increase business or as a result of customer feedback

The role requires attendance 5 days a week with Saturday attendance worked on a rota basis with the current London sales team. In addition occasional early morning attendance may be required to accept incoming deliveries from Hereford.

**Key Requirements**

- creative design ability

- Good ability to sketch (autoCAD experience useful but not essential)

- practical design solutions

- knowledge of furniture construction advantageous

- experience in high quality furniture, textile or Interior Design industry (minimum 3 years)

- Proven Sales records

- Organised

- Team player

- Pro-active

- Good communicator

- Keen eye for detail and high level of accuracy

- Flexibility for attendance outside of the normal working hours

- Attend and take part in trade / retail shows as required which may on occasions be out of normal working hours

- Attend training in Hereford as and when required.

Salary dependent on experience.

For further information or to apply, please email a current CV and a covering letter to jill@ijlbrown.com or telephone Jill Hilton on 01432 851991

I & JL Brown Limited, Whitestone Park, Whitestone, Hereford, HR1 3SE

[**www.ijlbrown.com**](http://www.ijlbrown.com)